

JOB PROFILE

Job Title: Agency Supervisor

Business Unit: Prudential Life Assurance Kenya (PLAK)

Location: Nakuru, Kisumu

Organizational Context

Prudential Life Assurance Kenya Limited was established in September 2014 following Prudential's full acquisition of Shield Assurance Life Business. Over the last 7 years, we focused mainly on legacy benefits payment, building relationships, new individual life products development, product launches and establishing the necessary technology and human infrastructure to support the future growth of the business.

At Prudential, our mission is to help people get the most out of life. Our values define how we deliver to our internal and external customers.

♦ **We are Ambitious**

Our business is competitive. We push ourselves and each other to greatness, but not at all costs. Being a team player and doing the right thing come first.

♦ **We are Empathetic**

There's an age-old wisdom in walking a mile in another's shoes. We do that every day, whether it's with our customers or colleagues.

♦ **We are Curious**

The world is changing faster than ever. No one has all the answers. We are humble and always listen and seek to learn and understand.

♦ **We are Courageous**

Prudential's success and culture Belongs to all of us —it's our Shared legacy. We do the right thing and bring our full selves to work to build it together.

♦ **We are Nimble**

Being agile and adaptive is trending. We approach our work iteratively, with carefully designed experiments that help us fail fast and fail forward.

Job Scope

- ♦ Recruit a team of highly productive Team Leaders and support them to grow in income and progress their career through the entrepreneurial model.
- ♦ With Team Leader's support achieve set branch recruitment and manpower target of Financial Advisors, build and nurture them to help them grow in the sales career and income.
- ♦ Meet set branch production targets through effective planning
- ♦ Maintain high branch productivity through team motivation and guidance
- ♦ Oversee weekly market planning and field accompaniment plans for the branch
- ♦ Working with the Training and Development team, ensure scheduled training sessions are attended by the team.
- ♦ Manage Team Leaders performance review and where necessary institute measures to increase leader productivity and effectiveness.
- ♦ Plan and preside over weekly team meetings.
- ♦ Provide reports to management as required.

Skills Required

- ♦ Excellent sales and negotiation skills.
- ♦ The ability to motivate and lead a team.
- ♦ Entrepreneurial skills and enthusiasm.
- ♦ Excellent communication and 'people skills'
- ♦ Good planning and organizational skills.
- ♦ The ability to work with minimum supervision.

Ideal Candidate

- ◆ Age 35 and above
- ◆ Must have a valid IRA license
- ◆ Minimum education qualification: Diploma and above
- ◆ Minimum 5 years sales experience in insurance desired
- ◆ Leadership experience would be an added advantage

Benefits

- ◆ Competitive leadership-based Performance Incentives
- ◆ Attractive override commission
- ◆ Medical cover & Group Life benefit
- ◆ Extensive training on selling skills and leadership
- ◆ Local and international trips for high performers

We encourage candidates with the above requirements to send their applications to rosemary.angatia@prudentiallife.co.ke by **11th November 2022**. We will however review the applications as we receive them. Only shortlisted candidates will be contacted.

Prudential Life Assurance Kenya (PLAK) recognizes and values the fact that the inclusion of a diversity of skill sets, and backgrounds enriches the organization and that leveraging the unique strengths of each person is crucial to our continued success. Furthermore, the Company provides Equal Opportunities to employees & candidates in an environment in which each is treated with dignity and respect.